

Sales Order

Station: **WLHK-FM** Agency: **KATZ MEDIA GROUP**
 Contract Name: **ACCESS / NAR WLHK** Address: **125 WEST 55TH STREET 3RD FL.**
 Contract#: (none) City: **NEW YORK** State: **NY** Zip: **10019**
 Start Date: **10/19/16** End Date: **11/08/16** Buyer:
 Revenue Type: **NATIONAL POLITICAL** Type: **Cash** Tax Schedule: **(None)**
 Advertiser: **ISSUE (A)** Agency Commission %: **15**
 Address: Billing Cycle: **Standard**
 City: State: Zip: Salesperson: **EASTMANPHILADEL** Comm %: **8.50**
 Product Name: **ACCES/NAR** *J. Duckert/Spots/REP* Makegood Policy: **WITHIN CONTRACT DATES**
 Estimate #: **na**
 Competitive Code: **PO-POLITICAL ISSUES**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION										RATE	TOTALS		PTY
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	D/W	SPOTS		\$\$		
1	10/19/16	10/21/16		6:00 AM	10:00 AM	30			X	X	X			5	W	280.00	5	1,400.00		
2	10/19/16	10/21/16		3:00 PM	7:00 PM	30			X	X	X			5	W	280.00	5	1,400.00		
3	10/22/16	10/22/16		10:00 AM	3:00 PM	30						2		2	D	75.00	2	150.00		
4	10/23/16	10/23/16		10:00 AM	3:00 PM	30							3	3	D	75.00	3	225.00		
5	10/24/16	11/04/16		6:00 AM	10:00 AM	30	X	X	X	X	X			10	W	280.00	20	5,600.00		
6	10/24/16	11/04/16		10:00 AM	3:00 PM	30	X	X	X	X	X			10	W	280.00	20	5,600.00		
7	10/24/16	11/04/16		3:00 PM	7:00 PM	30	X	X	X	X	X			10	W	280.00	20	5,600.00		
8	10/29/16	11/05/16		10:00 AM	3:00 PM	30						3		3	D	75.00	6	450.00		
9	10/30/16	11/06/16		10:00 AM	3:00 PM	30							2	2	D	75.00	4	300.00		
10	11/07/16	11/08/16		6:00 AM	10:00 AM	30	X	X						5	W	280.00	5	1,400.00		
11	11/07/16	11/07/16		10:00 AM	3:00 PM	30	X							2	W	280.00	2	560.00		
12	11/07/16	11/07/16		3:00 PM	7:00 PM	30	X							3	W	280.00	3	840.00		

Billing Projections: By Month

	Oct 16	Nov 16
CA	13,630.00	9,895.00
ST	11,950.00	11,575.00

☒ Print Spot Prices

Notes to Traffic: 10/317"VN corrected "x" lines to Daily.

It's not Weekly if it only runs one day.

TOTAL SPOTS 95

GROSS TOTAL \$ 23,525.00

ADJUSTED SPOTS 95

ADJUSTED TOTAL \$ 23,525.00

/	# of Spots
/	Total Dollars
/	Per Day
/	Per Week
/	Per Month
/	Per Year
/	Station
/	Spot Length

APPROVE DECLINE

<input type="radio"/>	<input type="radio"/>	General Manager
<input type="radio"/>	<input type="radio"/>	Sales Manager
<input type="radio"/>	<input type="radio"/>	National Sales Manager
<input type="radio"/>	<input type="radio"/>	Local Sales Manager

D
10/5

Sep 29, 16
 CONT# 30137328 Mod# Ver# 1 (Last =)
 REP EASTMAN
 TO WLHK-FM (Indianapolis IN)
 FM BRIAN DONLEY
 OFF PHILADELPHIA
 AGY Katz Media Group
 ADDR 125 West 55th Street 3rd Floor
 New York, NY 10019

DDS CONT# 0
 C/P/E: na / na / na
 SALESPERSON FAX#
 PH #

BYR Helen Hanratty
 ADV NATIONAL ASSOCIATION OF REALTORS FUND
 PDT ACCES/NAR
 FLT Oct 19, 16 - Nov 08, 16

* REP ORDER COMMENT *

** 9/29/2016 3:17:00 PM: THIS IS A KATZ MEDIA GROUP ORDER. ALL BILLING SHOULD BE SENT TO KATZ MEDIA GROUP 125 W 55TH ST./NY,NY 10019. KATZ MEDIA GROUP IS NOT LIABLE FOR PAYMENT.

** 9/29/2016 3:17:00 PM: THIS IS A NEW ISSUE/POLITICAL ORDER. PLEASE NOTE THERE IS A 24 HOUR CANCELLATION POLICY ON ALL ISSUE/POLITICAL ORDERS. PLEASE CONFIRM WITH KEVIN.POLLOCK@KATZRADIOGROUP.COM OR CALL 215-557-4255. THANK YOU!

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF WKS	NPW	RATE	TOT SPTS
		<u>FLIGHT 1</u>							
ADD	1.1	..WTF..	6A - 10A	30	10/19/2016 - 10/21/2016	1W	5	\$280.00	5
ADD	1.2	..WTF..	3P - 7P	30	10/19/2016 - 10/21/2016	1W	5	\$280.00	5
ADD	1.3	.....S.	10A - 3P	30	10/22/2016 - 10/22/2016	1W	2	\$75.00	2
ADD	1.4	.....S	10A - 3P	30	10/23/2016 - 10/23/2016	1W	3	\$75.00	3
		** WEEKLY FLIGHT TOTALS **					15	\$3,175.00	
		<u>FLIGHT 2</u>							
ADD	2.1	.....S.	10A - 3P	30	10/29/2016 - 11/5/2016	2W	3	\$75.00	6
ADD	2.2	.....S	10A - 3P	30	10/30/2016 - 11/6/2016	2W	2	\$75.00	4
ADD	2.3	MTWTF..	6A - 10A	30	10/24/2016 - 11/4/2016	2W	10	\$280.00	20
ADD	2.4	MTWTF..	10A - 3P	30	10/24/2016 - 11/4/2016	2W	10	\$280.00	20
ADD	2.5	MTWTF..	3P - 7P	30	10/24/2016 - 11/4/2016	2W	10	\$280.00	20
		** WEEKLY FLIGHT TOTALS **					35	\$17,550.00	
		<u>FLIGHT 3</u>							
ADD	3.1	MT.....	6A - 10A	30	11/7/2016 - 11/8/2016	1W	5	\$280.00	5
ADD	3.2	M.....	10A - 3P	30	11/7/2016 - 11/7/2016	1W	2	\$280.00	2
ADD	3.3	M.....	3P - 7P	30	11/7/2016 - 11/7/2016	1W	3	\$280.00	3
		** WEEKLY FLIGHT TOTALS **					10	\$2,800.00	

Sep 29, 16
 CONT# 30137328 Mod# Ver# 1 (Last =)
 REP EASTMAN

DDS CONT# 0
 C/P/E: na / na / na

	Oct 16	Nov 16					
SPOTS	50	45					
CASH	11950.00	11575.00					
TRADE	0.00	0.00					
NSL	0.00	0.00					
TOTAL	11950.00	11575.00					

							TOTAL
SPOTS							95
CASH							23,525.00
TRADE							0.00
NSL							0.00
TOTAL							23,525.00

**** Competitive Comments ****

SVC:

Demo Adults 35+

Nondiscrimination -Paragraphs 49 and 50 of the United States Federal Communications Commission's Report and Order No. 07-217 provides that broadcast stations' advertising contracts will not discriminate on the basis of race or ethnicity, and must contain nondiscrimination clauses. Consistent with this order, Katz Communications, Inc. (including any subsidiary or division of Katz) does not discriminate in any broadcast advertising contract on the basis of race or ethnicity and evaluates, negotiates and completes its broadcast advertising contracts without regard to race or ethnicity.

AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

Station and Location:	Date:
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I, **Rebecca Jami**

do hereby request station time concerning the following issue:

Associated Campaign Consulting and Election Services (on behalf of National Association of Realtors)
2711 Centreville Road, Suite 120-7567
Wilmington, DE 19808

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks

This broadcast time will be used by: National Association of Realtors

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT
"COMMUNICATES A POLITICAL MATTER OF NATIONAL IMPORTANCE."
FOR ALL OTHER ISSUE ADS, PLEASE GO TO PAGE 3.**

Programming that "communicates a political matter of national importance" includes (1) references to legally qualified candidates (presidential, vice presidential or congressional); (2) any election to Federal office (e.g., any references to "our next senator", "our person in Washington" or "the President"); and (3) a national legislative issue of public importance (e.g., Affordable Care Act, revising the IRS tax code, federal gun control or any federal legislation).

Does the programming (in whole or in part) communicate "a message relating to any political matter of national importance?"
☐ Yes ☐ No

For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the offices being sought, the date(s) of the election(s) and/or the issue to which the communication refers (if applicable):

I represent that the payment for the above described broadcast time has been furnished by (name and address):

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 5)

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT
DOES NOT "COMMUNICATE A POLITICAL MATTER OF NATIONAL
IMPORTANCE"**

I represent that the payment for the above described broadcast time has been furnished by (name and address):

National Association of Realtors

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

Dale Sinton, CEO

TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

The Sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, that may ensue from the broadcast of the above-requested advertisement(s). **For the above-stated broadcast(s), the sponsor also agrees to prepare a script, transcript, or tape, which will be delivered to the station at least _____ before the time of the scheduled broadcasts.**

TO BE SIGNED BY ISSUE ADVERTISER (SPONSOR)

<u>9/30/2015 (updated 1/25/16)</u>	<u>Rebecca Jami</u>	<u>410-695-4756</u>
Date	Signature	Contact Phone Number 1 (800) 874-6500

TO BE SIGNED BY STATION REPRESENTATIVE

☐ Accepted

☐ Accepted in Part

☐ Rejected

_____	_____	_____
Signature	Printed Name	Title